

WASHINGTON, D. C., SUNDAY, AUGUST 14, 1910.

REAL ESTATE DULL
DURING DOG DAYSBrokers Lay Plans for the
Fall Campaign.

STREET RAILWAYS LAY TRACKS

All Proof that City Is Constantly
and Rapidly Growing—Full Is Due
Chiefly to Absence of Business
Men—Need of Money for Small
Loans—Seeking Residences.

The real estate market during the week has felt the dullness of the mid-summer period, but has been withal fairly active. At the close of the week the representatives of the business were saddened by the self-destruction of one of the oldest and most esteemed brokers of the city. Many of the heads of firms are out of Washington on their annual vacations, and business has been running along in rather narrow grooves.

In several offices plans are being laid for a vigorous fall campaign of business. Correspondence of the week has brought to the city a good many inquiries for houses, lots, and questions about investment of money in Washington real estate. This is one of the seasons of the year when they come in greatest volume. Some of these are in the form of commissions to find houses, some are for the investment of specific sums of money in business or other property, and others still seek investment in choice ground for improvement purposes.

Will Purchase in the Fall.
Upon the advice of brokers later in the year these inquirers will come to the city, look over available purchases, and close the deals. With this class of buyers some of the local real estate men are busy at the present time.

Other plans are working out for business building and office structures. Quite a number of well-to-do men are seeking residences in the Capital, and desire good sites for their homes. Several deals are said to be pending for residence property of the more costly kind, to satisfy this class of inquirers. In some cases options have been taken and the deals will be effected later in the year if location and prices are satisfactory.

While building operations fell off several hundred thousands of dollars in the month of July, as compared with the same month a year ago, Washington is still growing constantly and rapidly. It is not natural that it should have an occasional setback, but there is nothing in the July report to cause anxiety, and real estate men are looking forward to large business for the fall months.

One of the encouraging signs of the year is the extensive improvement of the street car companies are making to their lines preparatory to the purchase of new and heavier cars to accommodate the increasing traffic over their roads. Both the Capital Traction Company and the Washington Railway and Electric Company are rebuilding their main tracks in the city. The Fourteenth street line and the F street line are at the moment the principal scenes of this activity. The trackage of both these lines was old and of too light a type to accommodate the heavy cars that must be run upon them.

The companies have chosen the dull period of the summer to make the improvements through the crowded thoroughfares mentioned, and by the time the population of the city comes home in September the new facilities will be ready for the expanded service which will then be necessary.

All this is part of the evidence of the growth of the city. The transit companies, realizing that they must move to meet the increase of traffic, have made these outlays, and in the coming year facilities of getting about Washington quickly and easily will be vastly increased. Of course the street car service must expand to meet the requirements of the population to the suburban sections, which requires more cars and those of a heavier type. The old service has gone into history or is fast going there, and the Capital is just entering a new period of splendor and activity. The effect of this will be more business in every line, and the real estate man will get his share as the city grows.

One factor lending its influence to the

dullness of the market at the present time is a slight scarcity of money to float loans on real estate. Brokers say applications for the renewal of partly paid loans that require renewal, as well as new loans upon small houses, are unusually numerous this summer. The consequence is that the picking process has been going on until some loans are hard to float.

A prominent broker said yesterday that some of his sales had been temporarily stopped from this cause. There is plenty of money in the banks, and no stringency is felt in many directions, but for purposes of good real estate loans this month the available supply of funds has become pretty nearly exhausted. Naturally, a greater supply of money for this purpose will be found as soon as business men return to the city and turn loose money that has been on deposit during the summer months. It is a fact that many brokers have been put to it of late to find the money to supply good real estate loans, especially for the renewal of partly paid trusts seeking renewals.

This is probably but one of the natural results of selling so much property on loans with only a small cash payment to start with. The installment basis of buying property has been extensively employed for a number of years in Washington, and large profits have been made out of it by investors. Just now the demand for such loans seems greater than the supply.

But this is only temporary in the opinion of the brokers recently talked with on the subject, and they are confident that perfect adjustment will be reached in the matter soon after the beginning of the fall months.

CHEVY CHASE REALTY ACTIVE

Large Lot in Section 2 Is Sold to
Washingtonian.Plans Completed for the Erection of
Homes for James Davidson
and Dr. Phelps.

The office of Thomas J. Fisher & Co., Inc., has just closed the sale of a large lot in section 2 of Chevy Chase to a prominent business man of the city, whose name is temporarily withheld.

Plans for three handsome homes in section 2 of Chevy Chase have been received from the architect. It is expected that work will begin within the next two weeks, and they will be ready for occupancy by the first of December. When completed they will be placed on the market by the Fisher company.

Plans have been completed for the erection of the home of James Davidson, of the firm of Davidson & Davidson, at Chevy Chase Heights. Plans are also about ready for the home of Dr. Wilbur Phelps, the lot recently purchased by him at Thirty-eighth and Jockey streets.

Mrs. E. F. McGregor has received plans for her home to be erected in Jockey street, between Thirty-eighth and Thirty-ninth streets, and has placed them in the hands of a builder.

Work by the District of laying water

mains along Keokuk street has been completed.

RESIDENCE BRINGS \$10,000.

Northwest Dwelling Sold by Thomas
J. Fisher & Co.

The large three-story brick dwelling, No. 1236 Vermont avenue northwest, has just been sold through the office of Thomas J. Fisher & Co., Inc.

The dwelling contains ten rooms and

bath, and has a pretty outlook on the

government reservation at the intersection

of Vermont avenue and O street. It is

understood the consideration was in the

neighborhood of \$10,000.

Famous Manitou Springs.

Manitou, whose mineral waters were

chronicled in Indian lore of prehistoric

times, has recently come into possession

of four new highly mineralized springs.

Two of these are of the gusher variety,

one being located near the famous Ute

iron group of springs; this has a geyser

action every 15 or 20 minutes. The other

is close to the "Manitou" and "Shoshone"

springs, and spouts every 30 minutes.

The other two were discovered last winter

near the east end of Manitou. Both are

of the soda-iron variety and possess a

pleasant taste similar to that of the

older waters, while analysis shows them to

be impregnated with a greater quantity of

mineral.

APARTMENT HOUSE
GROWS IN FAVORThey Multiply with Amazing
Rapidity in Washington.

WHY PEOPLE PREFER THEM

Questions of Service, Location, Accessibility, and Requirements of
Modern Life Account for Popularity of the Flat—Suited to Department Employee.

The chief inspector of the District building department ventured the opinion eight years ago that the erection of apartment houses, in Washington, had been overdone. At that time the capital had about 400 of them, and the inspector, builders, and others expected that some of the ventures of that year would prove disastrous.

Every year since that time forty to sixty of these buildings have been added to the list, and to-day, if the testimony of real estate men who conduct rental business is to be taken as a guide, the apartment house is the most popular kind of dwelling in Washington. They are multiplying with amazing rapidity, not only in the downtown resident sections but even in the suburbs, and, wherever they are built, they are generally immediately filled with tenants.

Cover a Wide Range.

The Washington apartment house ranges from the enormous structures like Stoneleigh Court and the Highlands to the little four-flat structure in the poorer parts of the city. The cost of the apartment to the family also covers a wide range, from \$1,000 a month to \$18 where the family furnishes its own heat and light. In most cases the owner of the apartment house provides light and heat, or at least the latter, and it seems to be the tendency of the population, or a major part of it, to herd together in these big buildings, many of them restricted for room and cramped for accommodations rather than to assume the care of the separate house.

It is a matter of constant surprise to builders and real estate men that Washington does not reach the limit of profitable expansion in this class of dwellings, but the fact seems to warrant the conclusion that the more of them the better, so far as home-seekers are concerned.

Forty Going Up Now.

In the building operations of the present year about forty of these buildings, of various sizes, are under construction. Some of them are pretentious buildings, but the majority are of the medium class, as to cost, and will contain from six to twelve suites of apartments. Much improvement in the way of comfort has been developed in the construction of apartment houses, and those erected in recent years are alike sanitary, comfortable and luxurious at no greater rental cost than formerly.

Several causes contribute to the popularity of the apartment house in Washington. First, probably, is the service problem. The apartment is provided with light and heat with no trouble to the renter. He has no anxiety about

BUILDING FALLS OFF

July Permits Show Heavy
Recession in Operations.

ONLY NINE CITIES ADVANCE

Reports from Twenty-six of the
Largest Centers of Population Indicate
Decline of Nearly \$15,000,000 in
Estimated Value—Washington
in the Procession.

Reports of permits for new buildings issued in the city of New York and twenty-six leading centers in various sections of the country, according to statistics compiled by R. O. Dun & Co., aggregated, during July, \$45,432,776, which compares with \$60,827,774 for the same month last year—a loss of 25.3 per cent.

The report indicates general contraction in building operations in almost every direction, only nine cities showing an increase, none of which was of notable amount.

New York in the Lead.

The greater part of the poor showing for the month rests with New York City, in which, marked declines occurred in every borough. In Manhattan and the Bronx the loss for July, this year, was only \$8,017,111, against \$17,127,880 a year ago; a loss of 53.2 per cent, and though the loss in Brooklyn and Queens was also pronounced, the total for the entire city makes a very unfavorable comparison with last year, aggregating, for the four boroughs, only \$12,483,223, against \$24,120,752, a loss of 48.1 per cent, which, of course, has a materially adverse effect upon the total of all the cities making returns.

Figures in Detail.

	1909	1910
Manhattan and Bronx	\$19,267,812	\$8,017,111
Brooklyn	3,114,106	4,883,846
Queens	1,251,493	2,908,998
Atlanta	980,112	368,574
Buffalo	1,082,000	1,363,000
Chicago	5,254,000	6,836,320
Cincinnati	842,330	830,439
Cleveland	1,094,638	1,282,959
Denver	1,761,000	2,240,670
Detroit	1,236,665	1,601,850
Kansas City	1,116,861	1,531,715
Los Angeles	1,319,000	1,022,213
Louisville	335,370	277,967
Minneapolis	1,177,345	1,067,000
St. Paul	1,151,500	1,001,180
New York	12,483,223	12,483,223
San Francisco	1,116,861	1,531,715
Seattle	1,435,000	1,275,415
St. Louis	1,116,861	1,531,715
Washington, D. C.	794,134	1,531,715
Worcester	281,132	445,347
Total	\$45,432,776	\$60,827,774

coal bills and it makes no difference whether the gas bill is paid on time or not. Then, in a flat, one house servant satisfies this condition in the highest degree. Bachelor apartments, old maid apartments, and apartments for childless married couples are the natural outgrowth of modern society, and this possibly accounts for their popularity as much as anything.

Moreover, the apartment fits into the changes which have come into modern life. The business man and his society-loving wife have little time to give to the care of a house. The less of such time required the better, and the apartment satisfies this condition in the highest degree. Bachelor apartments, old maid apartments, and apartments for childless married couples are the natural outgrowth of modern society, and this possibly accounts for their popularity as much as anything.

Whatsoever the causes the fact remains that for Washington the apartment house is the shelter of department employees and those engaged in business in large demand, and this demand seems to grow rather than diminish.

Will Apply the Fire Test

Company Plans Demonstration for Labor Day.

Cement House Will Be Filled with Combustible Material and Burned.

A demonstration is planned at Virginia Highlands for Labor Day, when one of the cement houses poured by the new method of home construction, will be filled with combustibles and oil-soaked woodwork and set on fire.

Construction will start on this building during the coming week, and the building will complete for the test within ten days.

The steel mold equipment by which this new type of construction has been made possible, is the invention of a Washington architect, Milton Dana Morrill, and the practicality of his plan has been demonstrated in the construction of the first three buildings at Virginia Highlands.

The first was a model station and office building, which is a copy of a small Italian villa in the midst of a garden, and has an attractive roof garden on top.

The second and third buildings of this novel construction are six-room residences of attractive design, which are now being finished as sample houses, showing the possibility of the new method.

The houses are poured in the new steel mold equipment, which is made of standard unit plates locked together and forming a trough around the walls and partitions. This trough is filled with liquid concrete, after which the second tier of plates is raised from below and the process continued.

This new type of construction is but one of the features which give public interest to the Virginia Highlands plan. The officers of the association have an ambition to make Virginia Highlands perfect from the standpoint of the sanitary engineer, the landscape architect, and the social environment.

The plan is largely co-operative, it being arranged so that the home builders can by pooling their contracts obtain wholesale prices, and by wholesale buying the cost of living will be reduced.

While already many sites have been purchased for home building, the association does not propose to have the development depend upon purchasers for the construction of homes and improvements, and it is intended to proceed for some years with the housebuilding.

While the majority of the homes will be constructed of cement, after this new cost-saving method, several brick houses are also planned for construction in the near future.

The holdings of the association at present is more than 100 acres, so that it will take several years for the development of the whole property.

Street Work Being Rushed.

Water and Sewer Pipes Are Laid in Chevy Chase, D. C.

Work is being rushed along Livingston street between Connecticut avenue and Thirty-seventh street, Chevy Chase, water and sewer pipes are being laid, and the streets will soon be graded.

Dutton & Camp are erecting a handsome dwelling on the north side of Livingston street, and will shortly begin the erection of another. Upon completion both of these houses will be placed on the market by Thomas J. Fisher & Co., Inc.

Last of Row Is Sold.

John Henderson Will Build Seven More Similar Houses.

The last of the row of houses recently completed by John Henderson, at First street and Florida avenue northwest, has just been sold to James D. Murray, through the office of Thomas J. Fisher & Co., Inc.

The house just sold is a two-story design and plan to the others. It contains six rooms and bath, and is heated by hot water, lighted by electricity, and has many innovations, such as a refrigerator built in the house, odorless gas lights, elevated gas oven, etc.

Owing to the success met in disposing of these houses, Mr. Henderson will immediately start the erection of seven more at the same place. It is expected that these will be ready for occupancy in the fall.

Northwest Residence Sold.

The residence property, 1214 S street northwest, has just been sold for a consideration said to be \$5,000. The sale was made through the office of Thomas J. Fisher & Co., Inc.

The imports of raw cotton into Japan in 1909 were valued at \$33,307,273, an increase of \$3,767,965, as compared with 1908.

BANKS NOW FAVOR
UP-TOWN SECTIONTreasury Is Center of New
Financial District.

BUSINESS COMES THIS WAY

Large Building Operations, Involving
Great Outlay of Money, Aid to
Facilities of Up-Town Territory.
Movement Is Positive and Presses
Constantly to the Westward.

If one should describe a half circle on the city map, with the Treasury building as the center and the line running down Pennsylvania avenue to Thirteenth street as the radius, he would include what has been sometimes termed the uptown business center of the Capital.

Prominent Firms.

Among the prominent business men and firms located in this section are the following:

Harry Wardman, builder, 1423 New York

avenue; John H. Nolan, builder, 1413 G

street northwest; Thomas J. Fisher, real

estate, offices in the Union Trust Building;

Charles Eckstein's cafe, 1412 New York

avenue; Milburn, Heister & Co., architects, Home Life Building, Fifteenth

and G streets northwest; American Security

and Trust Company, Fifteenth street

and Pennsylvania avenue northwest; W. F. Roberts Company, printers, 1413 New York avenue northwest; A. G. Plant, bankers and brokers, 714 Fourteenth

street northwest; Swartzell, Rheem & Hensley, 727 Fifteenth street northwest;

Evans Building, 146 New York avenue;

George Washington Hotel, Fifteenth street and New York avenue; National

Savings and Trust Company, Fifteenth street and Pennsylvania avenue.

Banks Near Treasury.

Within this half-circle are already located three of the four trust companies

of the city, six of the twelve national banks, and two of the seven savings banks of the city, while nearly all of the brokerage offices doing a banking

business are within the limits named, and the more important private banks of Washington are doing business within the same territory. Moreover, these banks represent some of the latest organized institutions, as well as two of the oldest in the city.

Two causes, at least, have operated to bring the business of the city to the Treasury. It is the natural money center of the country, and it is quite the expected thing to see financial institutions seeking locations near it. It is but a step from any of these banks, offices, and places of business to the cash room of the Treasury, and ordinary convenience of handling money would bring them as close to that point as possible.

Car Lines Center Here.

As a second reason may be mentioned the centering of the lines of traffic near the Treasury. Other places may be nearly as accessible by the street car lines, but none are more so. From any part of the District of Columbia, and even from the suburban lines that run out into the adjoining States the way is direct and quick to the Treasury and the financial institutions clustered in its vicinity. It is the one point in Washington toward which almost the entire population of the District turns when it seeks the business district.

It was possibly the construction of the Colorado office building several years ago that attracted the attention of Washington to the northwestward trend or business interests. The owner of that structure was a keen business man, and in seeking a location for it he became impressed with the advantages of the uptown district in preference to that farther eastward. No one would doubt that his resources would have enabled him to exercise almost any choice with reference to the location of his building, and in hitting upon the site of the old Foundry Methodist Church he must have been actuated by influences other than the fact that the property was in the market and available. He foresaw the movement which has since come forward with such amazing rapidity.

Banks Get New Homes.

About that time also the new Riggs bank building was erected, a little later the American Security and Trust structure was established, which this year has been undergoing enlargement. As a part of the movement, the Metropolitan Bank built its new structure, abandoning the old, the Shoreham Hotel underwent a complete renovation. The Union Trust Company erected its new building and moved from F street, leaving a large and convenient banking house, which has since been occupied by the International Banking Company. The Hibbs Building was built the same year as the Union Trust, both large and modern office structures, which have invited tenants from other portions of the business district. The Evans Building followed in New York avenue, and large improvements have been made on the flatiron formed by H and Fourteenth streets and New York avenue, with the Masonic Temple occupying a similar site below.

The new District National Bank building is rapidly nearing completion in G street, and within the last three years big improvements have been made in G street about the corners of Thirteenth including Droop's new music store, into which one of the best business houses of the city moved this year.

New Southern Building.

Part of the same movement will be the construction of the Southern Building, at Fifteenth and H streets, upon which work has been started, and the rebuilding of the Riggs House, in connection with Chase's Theater, which will be started during the present year. The buildings of the George Washington University, recently acquired by B. W. Woodward, await such disposition as the

Looking to the Future.

When you consider that it is a recognized and an accepted fact that Washington's suburbs are to furnish the choice residential sites of the National Capital, it behooves every resident of the city to study carefully suburban realty conditions.

It is an undisputed fact that Washington's very best residential growth is along Connecticut Avenue.

With this self-evident fact before you, it but remains to select the choicest location along this magnificent thoroughfare.

A brief investigation will convince you that CHEVY CHASE HEIGHTS meets this requirement.

CHEVY CHASE HEIGHTS has the highest elevation; it is a beautiful rolling tract of ground, with natural shade; it has the best car service in the District of Columbia; it has every possible convenience to modern home life; it has beautiful 60-ft. frontages. Homes erected here will be protected by ample restrictions—no rows of houses, no apartments—just homes.

A small cash payment enables one to start building.

Chevy Chase Heights offers an ideal opportunity for the investor. Small cash payment and monthly savings secure a splendid investment.

Automobile to inspect Chevy Chase Heights—at any time.

Inspect this property to-day. Branch office, just south of Chevy Chase Circle, open all day. Maps, plans, and illustrated booklet upon application.

THOS. J. FISHER & CO., Inc., 738 15th Street N. W.

Fifteen reasons why you should buy and build at POTOMAC HEIGHTS:

1—Because the property is in a splendid neighborhood and free from persons of African descent.

2—Because every lot is close to the trolley line.

3—Because it is the prettiest and healthiest location in the District and free from malaria.

4—Because it overlooks the Potomac River and affords great pleasure for fishing, boating, and bathing.

5—Because every house has to be detached, and nothing obnoxious can be built in our subdivision.

6—Because no dwelling can be erected costing less than \$2,500.

7—Because car fare is only 5 cents, with a five-minute schedule.

8—Because the company is grading streets, and putting down cement sidewalks.

9—Because you will soon have city water and sewerage, and pay only 20 cents per foot.

10—Because you will double your money, if you invest at Potomac Heights.

11—Because it is convenient to schools and churches.

12—Because it means health, wealth, and happiness.

13—Because you enjoy that magnificent scenery and pure air 365 days each year.

14—Because you can drink that cool, delicious mineral water free, which no other subdivision affords in the District.

15—Because we have made a success by selling to the best people only, and many of them have been offered 25 per cent advance on their investment.

Agents on the Property Every Day.

Potomac Heights Land Co.

J. M. MAUPIN, Manager,

221-222 Colorado Building, Phone M. 7396

OFFICERS: J. D. DORSETT, President. S. T. DORSETT, Treasurer.

R. M. McNEIL, Vice President. J. M. MAUPIN, Secretary.

OPTIMISTIC ABOUT SOUTH.

John Skelton Williams Finds It Enjoing Great Prosperity.

John Skelton Williams, former president of the Seaboard Air Line Railway and now an active director and member of the executive committee, also president of the Georgia and Florida Railway, after spending more than a week in the Southeast studying at first hand crop and trade conditions in that section, says he saw no evidence of more than seasonable quietness in business.

Mr. Williams went as far South as the lower part of Florida, and he says the cotton crop in the States through which he traveled has improved considerably in the last two or three weeks. He admits the crop is at least two or three weeks late, but he believes that, without any setback from now on, the yield will be materially better than was indicated three weeks ago.

He adds that there have been large dealings in land this year, and prices, particularly in Florida, have advanced greatly. He says larger tracts of land are being bought up by companies and individuals and resold to home-seekers. He found that people who had thought of finding homes in various parts of the West had come to Florida because of the climate, the productivity of the soil, and the large returns per acre which the growers of fruit and garden truck are able to realize.

He believes there will be a large influx of home-seekers in Florida. Mr. Williams says also that he found money in good demand in the South, and he regards this as a favorable sign. He does not believe, however, there will be a serious stringency in the money market in the South or in any other section of the United States during the autumn.

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SAUL'S ADDITION
THE PEERLESS SUBURB.

IT IS NOW UNIVERSALLY CONCEDED by all disinterested observers that SAUL'S ADDITION TO THE CITY is the most beautiful and picturesque section of DETACHED HOMES in the vicinity of the National Capital. That it is the most convenient and accessible goes without saying. That it is the ONLY suburban section that has strictly first-class car service is a well-understood fact. For these and other reasons it affords the most wonderful example of rapid and successful development ever known in the history of Washington real estate. TEN TIMES more high-class detached homes are built and sold each year than in ALL OTHER SUBURBS COMBINED.